
A Guide to

Nongovernmental Funding Sources

*Resources
on
Corporate
and
Foundation
Giving*



Illinois Commission on
Intergovernmental
Cooperation

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**Nongovernmental
Funding Sources**

Resources on Corporate and Foundation Giving

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PREFACE

The Illinois Commission on Intergovernmental Cooperation has served as a major resource center for information on funds available from the federal and state governments for over 32 years. The Commission publishes *Federal Funds to State Agencies*, an annual report that provides information on federal monies received by state agencies directly from the federal government. Another publication, the *Catalog of State Assistance to Local Governments*, presents information on technical and financial assistance provided by the state to counties, cities, townships and special districts. Upon request, the Commission also provides information on the availability of, and eligibility for federal grant programs listed in the *Catalog of Federal Domestic Assistance*. In addition, the Commission prepares an annual report on the use of block grant funds in Illinois, and publishes a monthly report on available federal funds.

Given the reductions in federal grants due to efforts to balance the federal budget and the inability of states to make up for the cutbacks, grant seekers are starting to look to the private sector for help. The largest pool of money available from sources other than the federal and state governments is foundation funding, both private and corporate. Hundreds, if not thousands of grants are available from foundations to fund projects ranging from the arts and cultural enrichment to health, education and community programs.

This booklet is intended to serve as a preliminary guide on available resources for those who are initiating a search for foundation funding. There are numerous directories and guides to assist researchers; this booklet with its annotated listings is intended to provide individuals with the assistance to get started in the right direction.

GETTING STARTED

In order to become familiar with the wealth of helpful materials available, grant seekers may want to begin by obtaining the free pamphlets and materials listing the resources and services provided by the Foundation Center and its cooperating libraries. Many of the guidebooks published by the Foundation Center include advice on the basic procedures and skills needed to target funders. These references can provide essential information for the novice grant seeker on using the funding research directories and databases; and targeting grant makers by subject and geographic region. They are also useful in helping the grant writing fine-tune proposal.

Before the search gets underway, it is also worthwhile to do some homework by conducting an assessment of your program and financial needs. Grant seekers need to be very clear about the purpose of their program or project; the type of support needed; and amount of money necessary. After determining their objectives, fundraisers should develop a broad prospect list and then refine the list to target the foundations that best fit their subject, type of funding needs and geographic location.

There are a variety of ways to obtain information on prospective donors. Grant seekers have access to a wide range of reference books, periodicals and research documents relating to foundations and philanthropy through the cooperating libraries. These publications can be reviewed on site or they may be purchased from the publisher.

In addition, many of the resources are available online or, upon request. Cooperating libraries will conduct a foundation search for you on a given topic. Many of the periodicals listed in this guide are also available at the Illinois State Library in Springfield (217/785-5600) or they can be obtained through interlibrary loan from your local library. Although these volumes are

not always the most recent version, they are still quite useful in providing basic information on foundations and corporations.

THE FOUNDATION CENTER

Although there are many organizations and special interest groups that assist with foundation funding information, few resources are as extensive and as easily accessible as the Foundation Center's. The Center is an independent national service organization established by foundations to disseminate information on corporate and foundation giving. In addition to national collections in New York City (800/424-9836) and Washington, D.C. (202/331-1400), the Foundation Center has three field offices located in Cleveland, Atlanta and San Francisco.

The Center also has a network of over 200 cooperating libraries nationwide. Although many of the Foundation Center's services and information, such as public access to basic foundation publications and research guidance are free, there are fees for topical searches. Topical searches may not include all foundations that might be appropriate because they are selected by location of the foundation's headquarters rather than by area served.

COOPERATING LIBRARIES IN ILLINOIS

One of the newest ways to obtain information on potential grant providers is to visit one of the four cooperating libraries in Illinois supported by the Foundation Center. The cooperating libraries contain reference books published by the Foundation Center as well as by private entities; tax returns of all the private foundations in Illinois; articles, brochures and handouts of materials related to foundations and grantsmanship; and periodicals and newsletters about philanthropy. These libraries have current editions on over 30 subject areas as well as geographical listings of corporate and foundation locations. These reference books can be used

in-house only; however, all are available for purchase and can be ordered from the Foundation Center or its cooperating libraries. In Illinois the cooperating libraries include:

Donors Forum of Chicago

208 S LaSalle Suite 735
Chicago, IL 60604
312/578-0175

Evanston Public Library

1703 Orrington Avenue
Evanston, IL 60201
847/866-0305

University of Illinois at Springfield

Brookens Library 239
Nonprofit Resource Center
P.O. Box 19243
Springfield, IL 62794-9243
217/206-6633

Rock Island Public Library

401 19th Street
Rock Island, IL 61201
309/732-7323

THE FOUNDATION CENTER LIBRARIES

The Foundation Center

50 Hurt Plaza
Atlanta GA, 30303
404/880-0094
Fax: 404/880-0097
<http://fdncenter.org/>

The Foundation Center

1422 Euclid Ave, Suite 1356
Cleveland, OH 44115-2001
216/861-1934
Fax: 216/861-1936
<http://fdncenter/cleveland>

The Foundation Center

312 Sutter St., #606

San Francisco, CA 94108-4314

415/397-0902

Fax: 415/397-7670

<http://fdncenter.org/sanfrancisco>**The Foundation Center**1627 K Street NW 3rd Floor

Suite 938

Washington, DC 20006-1708

202/331-1400

Fax: 202-331-1739

<http://fdncenter.org/washington>**FOUNDATION CENTER PUBLICATIONS**

The following selected lists of reference books are published annually by the Foundation Center, 79 Fifth Avenue, New York, NY 10003-3076, 212/620-4230, Fax: 212-691-1828. These directories also may be examined at the cooperating collection libraries in Illinois.

**Indicates publication is also available on CD-ROM*

The Foundation Directory. Cost: \$215. Features current data on the nation's top 10,000 funders, each of which hold assets of at least \$405 billion and donate over \$19 billion annually. Entries include descriptions of recently awarded grants to provide insight into foundations giving priorities. **Also available on CD-ROM*

The Foundation Directory, Part 2. Cost: \$185. Complements the above directory by including the next 10,000 largest foundations by total giving. Designed specifically for non-profit organizations wanting to broaden their funding base. **Also available on CD-ROM.*

The Foundation Grants Index. Cost: \$165. Covers the grant-making programs of over 1,000 of the largest

independent corporate and community foundations in the U.S., and offers approximately 100,000 grant descriptions. The index provides twelve search fields that will quickly help locate grant makers that have funded non-profit organizations. Provides 12 search fields to use when searching for grants. These include: Recipient Name, State, Type, Amount, etc. **Also available on CD-ROM.*

The Foundation 1000. Cost: \$295. 3,000+ page volume that provides detailed information on the grant-making programs of the 1,000 largest U.S. foundations. This includes a detailed grant analyses breakdown; grant-making programs; documented funding patterns by subject; recipient type; type population group, and geographic area. Includes descriptions of how a foundation allots its grant dollars and specific examples of recently awarded grants in each profile.

Guide to U.S. Foundations, Their Trustees, Officers and Donors. Cost: \$295. Features comprehensive information on all active foundations and individuals who establish, manage, and oversee over 58,000 US foundations. The guide is arranged by state and total giving. This publication helps to identify both large and small foundations in a designated geographic area.

National Directory of Corporate Giving. Cost: \$195. Provides detailed portraits of over 3,500 corporate foundations plus an additional 2,100 direct-giving programs. Gives essential information on application information; key personnel; types of support generally awarded; giving limitations; financial data and purpose; and activities statements. Entries include descriptions of recently awarded grants, and include data on the companies behind the philanthropies.

Foundation Grants to Individuals. Cost: \$65. Compiles information on over 4,300 independent and corporate foundations that award grants to individuals. Six indexes help users target prospective grants by subject area; sponsoring company; educational institution and name of foundation. An annotated bibliography refers

individual grant seekers to additional resources on funding opportunities in many subject categories.

**Also available on CD-ROM.*

Guide to Foundations for International & Foreign Programs. Cost: \$125. Lists foundations that award millions of dollars to nonprofit institutions and projects in the U.S. and abroad. Includes 8,900+ descriptions of recently awarded grants and indexes to target funders by specific programs, and geographic areas. Also provides address, financial data, giving priorities, application procedures, contact names and key officials.

Directory of Illinois Foundations. Cost: Members: \$85, Nonmembers: \$105. Donors Forum of Chicago, 208 S. LaSalle Suite 740, Chicago, IL 60604-1006 312/578-0090. This publication, published by an Illinois cooperating library, lists all foundations and corporate giving programs located in Illinois.

Grant Guides. Cost: \$75. Provides descriptions of hundreds of foundation grants of \$10,000 or more, awarded in broad subject areas. Subject index facilitates searches by listing hundreds of key words. Geographic index references foundations that have funded projects by state, and a recipient index facilitates tracking grants awarded to similar organizations in the desired field. These books list major funders by specific field, showing the geographic preferences of foundations and funding received by types of organization.

Subject areas include:

Aging

Alcohol & Drug Abuse

Arts, Culture & the Humanities

Children & Youth

Community Development, Housing & Employment

Crime, Law Enforcement & Abuse Prevention

Elementary & Secondary Education

Environmental Protection & Animal Welfare

Film, Media & Communications

Foreign & International Programs
 Health Programs for Children & Youth
 Higher Education
 Homeless
 Hospitals, Medical Care & Research
 Libraries & Information Services
 Literacy, Reading & Adult/Continuing Education
 Matching & Challenge Support
 Medical & Professional Health Education
 Mental Health, Addictions & Crisis Services
 Minorities
 Physically & Mentally Disabled
 Public Health & Diseases
 Public Policy & Public Affairs
 Recreation, Sports & Athletics
 Religious Welfare & Religious Education
 Scholarships, Student Aid & Loans
 Science & Technology Programs
 Social & Political Science Programs
 Social Services
 Women & Girls

THE TAFT GROUP

In addition to the Foundation Center, there are several private entities that publish topical information on granting organization. For example, the Taft Group, which was established in 1969, is the leading publisher of reference works on philanthropic activities of wealthy individuals, corporations and foundations. Many of the Taft Group publications are also available at the Foundation Center's cooperating libraries and through the Illinois State Library. You may also visit the Taft Group website at <http://www.galegroup.com/taft.htm>. Some examples of their work are listed below:

- Corporate Giving Directory, Edition 2003.** Annual. The Taft Group 800/877-8238 (TAFT), Fax 800/414-5043. Cost: \$505. Lists the 500 most important corporate givers. Includes corporate name, contact, grant totals

and types, other support, priorities, typical recipients, operating locale and, company and foundation leadership and philosophy, suggested approaches and restrictions on recent grants. It also includes nine indices that break down the above information for easy access.

- **Foundation Reporter.** The Taft Group, 800/877-8238 (TAFT), Fax 800/414-5043 Cost: \$470. Provides contact, financial, and grant information covering the top 1000 private foundations in the U.S. that have at least \$10 million in assets or have made \$500,000 in charitable contributions. Includes extensive biographical data on the individuals who make the grant decisions. This includes donors and their families, foundation officers, directors and trustees.
- **National Directory of Non Profit Organizations-A Comprehensive Guide Providing Profiles & Procedures for Nonprofit Organizations.** The Taft Group, 800/877-8238 (TAFT), Fax 800/414-5043 Cost: \$590. Comprehensive guide to the non-profit world. Covers nonprofit organizations required to file 990 returns with the IRS. Provides annual income figures, names, addresses and phone numbers of 250,000 organizations—nearly two-thirds of which have incomes in excess of \$100,000. The Directory is organized in two volumes, available separately or as a set. Volume One lists organizations with annual revenues of \$100,000 or more and Volume Two covers organizations with annual revenues between \$25,000 and \$99,999.
- **Prospector's Choice, 2003 Edition CD-ROM.** The Taft Group, 800/877-8238 (TAFT), Fax 800/414-5043. Provides inside information on the people who make decisions on funding (i.e., officers, treasurers, presidents). Supplies key biographical listings,

including alma mater and club affiliation data that will help to identify a prospect's personal interests and draft proposal letters using the information. Provides comprehensive data on nearly 10,000 foundations and corporate giving programs. Also offers a list of recent grants and their recipients along with grant analysis. *For pricing and information on this item call 800/877-4253.*

OTHER PUBLICATIONS

There are also a variety of publications that can be accessed on the internet or purchased from Amazon.com. Examples include:

Environmental Grant-making Foundations 2001. Cost: \$98

Effective Fundraising Management. Cost: \$65

Achieving Excellence in Fund Raising: A Comprehensive Guide to the Principles, Strategies and Methods. Cost: \$48

Directory of Operating Grants. Research Grant Guides. Cost: \$69

Directory of Building and Equipment Grants. Research Grant Guides. Cost: \$69

Directory of Computer and High Technology Grants. Research Grant Guides. Cost: \$69

Directory of Health Grants. Research Grant Guides. Cost: \$69

Directory of Grants for Organizations Serving People with Disabilities. Cost: \$69. Research grant guides for specific topic areas that provide foundation profiles listing the address and areas of support; the geographic areas served; grant range; and organizations funded in the past.

ON-LINE RESOURCES

There are also many informational databases available on the internet. One of the benefits of using the internet is that the sites often have active links to other sites with related information. For example, the University of Michigan Clearing House has links to some of the sites that are listed below.

NON-PROFIT GUIDES AND RESOURCES

- **The Donors Forum of Chicago.** 208 South LaSalle, Suite 740, Chicago, IL 60604-1006, 312/578-0090. An association of Chicago area grantmakers whose mission is to promote effective philanthropy. Provides resources for grantmakers, nonprofit organizations, the media, researchers, or anyone seeking information on the nonprofit sector. Supplies donor publications, public policy, and links to forum partners. The Donors Forum is committed to promoting relationships between grantmakers, nonprofits and the community at large.
<http://www.donorsforum.org>
- **The Foundation Center Home Page.** Internet online service from the Foundation. Provides a complete bibliography of all foundation publications and a complete listing of publications available at cooperating libraries. Some categories include: success stories, *Federal Register* announcements and grant announcements for national, state and non-profit groups. The *Philanthropy News Digest*, which has summaries of what's happening in the world of philanthropy, is also available from this site.
<http://www.fdncenter.org>
- **The Council on Foundations.** 1828 L Street N.W., Washington, D.C. 2003 202/466-6512. A non-profit membership association of grant-

making foundations and corporations that support foundations by promoting knowledge, growth and action in philanthropy. Provides assistance to foundation staff, trustees and board members in their day-to-day grant-making activities. Supplies technical assistance, research, publications, conferences and workshops, legal services, and a wide array of other services. The Council addresses the important issues and challenges that face foundations and corporate funders.

Home page: <http://www.cof.org>

COF offers a searchable community foundation locator. <http://www.cof.org/links/index.htm>

Links to member web sites (foundations).
<http://www.cof.org/links/membersindex.htm>

- **GrantsDirect.com.** Provides a database that lists thousands of organizations that have received grants from hundreds of foundations.
<http://www.grantsdirect.com/>
- **Philip A. Walker's Home Page.** Includes a non-profit resource catalogue. Also includes many of the services provided by the United Way. It also has a section that lists what is new on the Internet in this area of interest.
<http://www.wmich.edu/nonprofit/Resource/> or
<http://www.clark.net/pub/pwalker/home.html>
- **Action Without Borders.** A comprehensive directory of non-profit organizations and charities.
<http://www.idealists.org/>
- **Media Rights.Org.** Maintains a list of resources for funding social issue documentaries.
<http://www.mediarights.org>

- **National Assembly of State Arts Agencies.** Links to state art councils that have online information.
<http://www.artswire.org/>
- **Society of Research Administrators.** Links to many government sources worldwide (including link to the searchable Catalog of Federal Domestic Assistance).
<http://www.srainternational.org/newweb/grantsweb/index.cfm>

FEDERAL WEBSITES

- **U.S. Department of Education.** Provides a list of all available grant competitions.
<http://www.ed.gov/GRANTAPPS/>

CONTACT: 400 Maryland Avenue, SW
Washington, DC 20202-0498
1-800-USA-LEARN

- **The National Science Foundation**
<http://www.fastlane.nsf.gov/a6/A6Start.htm>

CONTACT: 4201 Wilson Blvd
Arlington, VA 22230
800/877-8339

- **National Aeronautic and Space Administration (NASA).** Provides resources for educators.
<http://education.nasa.gov/>

CONTACT: NASA Headquarters
300 E. St., SW
Washington, DC

-
- **Environmental Protection Agency (EPA).** Provides resources for educators and additional information on local, regional, and state grant programs.
<http://www.epa.gov/teachers/grants.htm>
(educators)
<http://www.epa.gov> (additional info)

CONTACT: Environmental Protection Agency
Ariel Rios Building
1200 Pennsylvania Avenue, N.W.
Washington, DC 20460
202/260-2090

These are just a few of the examples of the types of sites offered on the internet. You may find a wider range of sites by going to a search engine such as Google, Lycos or Ask Jeeves and typing "non-governmental funding sources" in the search box.

NON-FINANCIAL ASSISTANCE

In a related area, there are several publications about volunteering and mutual aid. These are available through interlibrary loan or directly from the Illinois State Library, 200 South Second, Springfield, IL 62701, 217/782-5505.

- **Volunteerism: The Directory of Organizations, Training Programs and Publications.** R.R. Bowker Publishing, 121 Chanlon Road, New Providence, NJ 07974, 908/464-6800. Cost: \$131.25. Serves as a guide to information on volunteer programs and is divided into three parts: 1) administrative and organizational resources; 2) an annotated bibliography; and 3) successful programs and common problem areas with possible solutions.

- **Illinois Directory of Self-Help and Mutual Aid Groups.** Self-Help Center, 1600 Dodge Avenue, Suite S-122, Evanston, IL 60201. Provides a listing of self-help groups by topic. Provides advice on starting a self-help group and may be helpful to communities or individuals with a need for non-financial assistance.

Charitable Organizations of the U.S., A Descriptive and Financial Information Guide. Doris Maxfield, Editor, Gale Research Inc., 835 Penobscot Building, Detroit, MI 48226, 800/877-4253. Cost: \$180. A comprehensive descriptive and financial guide to major public charities. Information helpful to groups requiring additional assistance to sponsor or aid social, educational or religious activities, or to provide relief to distressed or underprivileged individuals.

GRANT WRITING ASSISTANCE

Helpful information on grant writing is available from a number of sources. For example, the Catalog of Federal and Domestic Assistance maintained by the Government Services Administration (GSA) has an appendix dedicated to developing and writing grant proposals. It is available on-line at: <http://www.cdfa.gov>. The federal Environmental Protection Agency offers an on-line writing tutorial maintained by Princeton University. While the site is geared toward environmental grants, the information can be adapted to fit other types of grants.

The website is <http://www.epa.gov/seahome.grantshtm>.

In addition to serving as Foundation Center cooperating libraries, the Donor Forum of Chicago and the University of Illinois (UIS) offer classes on how to use the reference materials and how to write grant applications. The Donors Forum charges a minimal fee for this service, but UIS provides this service free of charge. If interested contact:

University of Illinois-Springfield

Beverly Fraily
Brookens Library 239
Springfield, IL 62794-9243
217/786-6633

Donors Forum of Chicago

208 South LaSalle, Suite 740
Chicago, IL 60604-3608
312/578-0098
Fax: 312/578-0103
<http://www.donorsforum.org/>

Another organization that provides assistance with grant writing and/or computer searches is the Grantsmanship Center. Access on-line at: <http://www.tgci.com/> or contact:

The Grantmanship Center

P.O. Box 17220
Los Angeles, CA 90017
800/421-9512